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APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
09/804,728	03/13/2001	Kannan Srinivasan	696.005	2029
35195 7590 03/06/2007 FERENCE & ASSOCIATES 409 BROAD STREET PITTSBURGH, PA 15143			EXAMINER RETTA, YEHDEGA	
			ART UNIT 3622	PAPER NUMBER

SHORTENED STATUTORY PERIOD OF RESPONSE	MAIL DATE	DELIVERY MODE
3 MONTHS	03/06/2007	PAPER

Please find below and/or attached an Office communication concerning this application or proceeding.

If NO period for reply is specified above, the maximum statutory period will apply and will expire 6 MONTHS from the mailing date of this communication.

Office Action Summary	Application No.		Applicant(s)	
	09/804,728		SRINIVASAN ET AL.	
	Examiner		Art Unit	
	Yehdega Retta		3622	

-- The MAILING DATE of this communication appears on the cover sheet with the correspondence address --

Period for Reply

A SHORTENED STATUTORY PERIOD FOR REPLY IS SET TO EXPIRE 3 MONTH(S) OR THIRTY (30) DAYS, WHICHEVER IS LONGER, FROM THE MAILING DATE OF THIS COMMUNICATION.

- Extensions of time may be available under the provisions of 37 CFR 1.136(a). In no event, however, may a reply be timely filed after SIX (6) MONTHS from the mailing date of this communication.
- If NO period for reply is specified above, the maximum statutory period will apply and will expire SIX (6) MONTHS from the mailing date of this communication.
- Failure to reply within the set or extended period for reply will, by statute, cause the application to become ABANDONED (35 U.S.C. § 133). Any reply received by the Office later than three months after the mailing date of this communication, even if timely filed, may reduce any earned patent term adjustment. See 37 CFR 1.704(b).

Status

- 1) ☒ Responsive to communication(s) filed on 21 December 2006.
- 2a) ☒ This action is **FINAL**. 2b) ☐ This action is non-final.
- 3) ☐ Since this application is in condition for allowance except for formal matters, prosecution as to the merits is closed in accordance with the practice under *Ex parte Quayle*, 1935 C.D. 11, 453 O.G. 213.

Disposition of Claims

- 4) ☒ Claim(s) 1-13 is/are pending in the application.
- 4a) Of the above claim(s) _____ is/are withdrawn from consideration.
- 5) ☐ Claim(s) _____ is/are allowed.
- 6) ☒ Claim(s) 1-13 is/are rejected.
- 7) ☐ Claim(s) _____ is/are objected to.
- 8) ☐ Claim(s) _____ are subject to restriction and/or election requirement.

Application Papers

- 9) ☐ The specification is objected to by the Examiner.
- 10) ☐ The drawing(s) filed on _____ is/are: a) ☐ accepted or b) ☐ objected to by the Examiner.
Applicant may not request that any objection to the drawing(s) be held in abeyance. See 37 CFR 1.85(a).
Replacement drawing sheet(s) including the correction is required if the drawing(s) is objected to. See 37 CFR 1.121(d).
- 11) ☐ The oath or declaration is objected to by the Examiner. Note the attached Office Action or form PTO-152.

Priority under 35 U.S.C. § 119

- 12) ☐ Acknowledgment is made of a claim for foreign priority under 35 U.S.C. § 119(a)-(d) or (f).
- a) ☐ All b) ☐ Some * c) ☐ None of:
1. ☐ Certified copies of the priority documents have been received.
2. ☐ Certified copies of the priority documents have been received in Application No. _____.
3. ☐ Copies of the certified copies of the priority documents have been received in this National Stage application from the International Bureau (PCT Rule 17.2(a)).

* See the attached detailed Office action for a list of the certified copies not received.

Attachment(s)

- | | |
|--|---|
| 1) <input type="checkbox"/> Notice of References Cited (PTO-892) | 4) <input type="checkbox"/> Interview Summary (PTO-413) |
| 2) <input type="checkbox"/> Notice of Draftsperson's Patent Drawing Review (PTO-948) | Paper No(s)/Mail Date. _____ |
| 3) <input type="checkbox"/> Information Disclosure Statement(s) (PTO/SB/08) | 5) <input type="checkbox"/> Notice of Informal Patent Application |
| Paper No(s)/Mail Date _____ | 6) <input type="checkbox"/> Other: _____ |

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DETAILED ACTION

Response to Amendment

This office action is in response to amendment filed December 21, 2006. Applicant amended claims 1 and 13. Claims 1-13 are still pending.

Claim Rejections - 35 USC § 112

The following is a quotation of the first paragraph of 35 U.S.C. 112:

The specification shall contain a written description of the invention, and of the manner and process of making and using it, in such full, clear, concise, and exact terms as to enable any person skilled in the art to which it pertains, or with which it is most nearly connected, to make and use the same and shall set forth the best mode contemplated by the inventor of carrying out his invention.

Claims 1-13 are rejected under 35 U.S.C. 112, first paragraph, as failing to comply with the written description requirement. The claim(s) contains subject matter which was not described in the specification in such a way as to reasonably convey to one skilled in the relevant art that the inventor(s), at the time the application was filed, had possession of the claimed invention.

Claims 1 and 13 recite, specifying a permissible defunct threshold, "wherein the threshold is dependent upon an operator's choice of which economic value to maximize".

Applicant's specification discloses, "[t]he optimal promotional level determined by the system is intended to optimize an economic variable, such as customer retention or profile". The specification discloses the objective function may weigh multiple criteria, for example the *user may be trying to optimize both the profit and market share; the objective function may be defined to be 75% weighted toward profit optimization and 25% toward customer retention.* (See page 15). On page 16, the specification teaches that to determine the likelihood that a customer will

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not return to a website based on the length of time since that customer last accessed or transacted with the site, the present invention may perform a statistical analysis of past customer access frequency and likelihood of retaining those customers based on that access frequency. Based on historical data, the probability that a customer becomes defection conditional on lapsed time since last interaction can be calculated by determining the percentage of customers that return to the site after having no interaction with the site for a selected time period. On page 17, the specification teaches, at 410 the operator of the present invention determines whether he is interested in maximizing customer retention or maximizing profit by providing customers who are likely to become defunct with an incentive, such as a promotion, to return to interact with the site. The specification further teaches that *the operator specifies a permissible defunct threshold over which the loss of customers is unacceptably high; the operator may define defunct threshold by segment where necessary, for example the acceptable defunct threshold for customers purchasing more than \$1000 from the site in the past may be lower than the acceptable defunct threshold for customers purchasing more than \$50.*

As best understood by the examiner the operator selects the defunct threshold based on the customer purchase amount not on the choice of which economic value to optimize. The promotional level is determined to optimize the profit or retention. According to the claim the promotion is to optimize the customer retention by defining a defunct threshold. Applicant specification does not teaches the threshold is specified based on the which economic value to maximize.

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Claim Rejections - 35 USC § 103

The following is a quotation of 35 U.S.C. 103(a) which forms the basis for all obviousness rejections set forth in this Office action:

(a) A patent may not be obtained though the invention is not identically disclosed or described as set forth in section 102 of this title, if the differences between the subject matter sought to be patented and the prior art are such that the subject matter as a whole would have been obvious at the time the invention was made to a person having ordinary skill in the art to which said subject matter pertains. Patentability shall not be negated by the manner in which the invention was made.

Claims 1-13 are rejected under 35 U.S.C. 103(a) as being unpatentable over Herz et al. U.S. Application No. US 2001/0014868, in view of Dahm et al. U.S. Patent No. 6,301,471.

Regarding claims 1, 9-11 and 13, Herz teaches monitoring web-surfer behavior and predicting future surfer behavior and determining a range of offers and providing a promotion to the customer based on the customer behavior (see abstract, par. [0004] to [0011], [0023] to [0046]. *Herz teaches wherein the offers include optimal advertisements determined from real time learning from dynamic analyzes of promotional experimentation (see [003]).* Herz teaches providing offers based on user profile attributes including elapsed time period since the last purchase (period of time since the last interaction with the web site), elapsed time period between purchases, etc., storing the data in a database (see [0246]). Herz does not explicitly teach specifying a permissible defunct threshold; determining a probability that a customer will become a defunct after a predetermined period of time has occurred, it is taught in Dahm. Dahm teaches monitoring subscribers behavior. A churn likelihood being predicted based on the subscriber behavior information, such as usage behavior and providing an offer the customer for the purpose of retaining the customer (see col. 11 line 55 to col. 12 line 32, col. 13 lines 12-26 and col. 15 lines 25-49). Dahm also teaches different threshold values. Dahm teaches the susceptible subscriber is typically identified by comparing stored customer profile information

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with a group of predetermined threshold values associated with the profile information. Based on the comparison a churn susceptibility index is generated. A subscriber having profile information (churn susceptibility indexes), which exceeds the threshold values, is identified as being susceptible to churning, the churn likelihood indicator for each subscriber is compared against a threshold value and when the churn likelihood indicator for a particular subscriber exceeds the threshold value, then it is determined that that particular subscriber has a high susceptibility to churning. Hence, for those of the subscribers that are determined to have a high susceptibility to churning, predetermined messages are sent to such subscribers. The objective of the messages that are sent to the subscribers is to reduce the likelihood that the subscribers will, in fact, churn in the near future to some other carrier. Additionally, when the churn likelihood indicator is determined not to exceed the threshold value the churn reduction processing 500 has determined that such subscribers do not have a high susceptibility to churning and, thus, block 510 is skipped for such subscribers so that the messages to reduce their churn likelihood are not send (see col. 8 line 55 to col. 9 line 4, col. 12 lines 1-32). It would have been obvious to one of ordinary skill in the art at the time of applicant's invention was made to implement Dahm's defunct threshold in Herz's customized price and promotion system. One would be motivated to set up a threshold value as taught in Dahm in order to predict a customer who is most likely to churn or discontinue the service, and to provide a proper offer to retain such customers. It would be obvious to use Herz's profile attributes, such as the last interaction of the customer with the web site, and set a threshold value to determine the probability the customer would become a defunct.

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Regarding claims 2-5 Herz teaches sampling of customers and segmenting the sample population based on a characteristic of the customers sampled; wherein characteristic is amount spent on a web site, interaction with a web site or purchase made at a web site (see [0205] to [0235]).

Regarding claims 6-8 and 12, Herz teaches selection of the promotion is based on predetermined criteria, such as profit, by optimizing an amount of discount offered in the promotion; optimizing performed continuously; wherein the optimization includes sampling responses received from customers to the offer ... the promotion amount provided to other customers based on the promotion discovered in the sample (see [0236] to [0246]).

Response to Arguments

Applicant's arguments filed December 21, 2006 have been fully considered but they are not persuasive.

Regarding the 103, Applicant argues, that not only there is no motivation to combine the references, no expectation of success, but actually combining the references would not produce the claimed invention. In response to applicant's argument that there is no suggestion to combine the references, the examiner recognizes that obviousness can only be established by combining or modifying the teachings of the prior art to produce the claimed invention where there is some teaching, suggestion, or motivation to do so found either in the references themselves or in the knowledge generally available to one of ordinary skill in the art. See *In re Fine*, 837 F.2d 1071, 5 USPQ2d 1596 (Fed. Cir. 1988) and *In re Jones*, 958 F.2d 347, 21 USPQ2d 1941 (Fed. Cir. 1992). Applicant argues that there is no teaches or suggestion that the promotions offered to

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consumers by Hers are based on real-time learning from promotional experimentation of various promotions offered to various consumers. Applicant also argues that Herz does teaches specifying a range of offers to be included in a set of promotions wherein the offers include optimal advertisements determined in real time learning

Hers teaches an expert system might recommend a particular set of upgrades to a computer system, perhaps both by asking questions of management and by consulting system logs that document the demands placed on the existing system and the consequent performance. If the expert system constructs several or many versions of a parameterized offer, say at different prices, then similarity-based techniques may again be used to predict how receptive the shopper will be to each of these constructed offers (rang of offers to be included in a set of promotions based on analyses of promotional experimentation). Although a vendor's initial sales pitch might specify only the best of the insurance policy or cosmetic makeover offers, or perhaps the best few offers (especially when none of the offers is clearly best), the vendor will typically be willing to make alternative versions of the offer available to the shopper. Thus, if the vendor's initial offer does not perfectly guess the shopper's preferred insurance deductible or shade of lipstick, the shopper might ask the vendor to suggest additional versions of the offer, possibly specifying certain desired parameters (e.g., that the insurance deductible should fall in a certain range). Recall that we can characterize a user not only by the responsiveness of the user to certain offers but also by many other attributes, including the loyalty and consistency factor. Example of such user profile attributes (largely numeric) include: elapsed time period since the last purchase, elapsed time period between purchases (average), ranges elapsed period to previous offers, total amount spent over the past 6 months, maximum volume spent on a single

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shopping spree. If a customer (particularly a long term customer) has recently been lost the system may find it advantageous to use the most aggressive promotional offers possible in order to reinitiate lost loyalties. Conversely, somewhat less aggressive discounting may be appropriate for very loyal customers (such as frequent buyer programs, long term customer rewards etc.). By the system these types of incentive based promotions are geared towards instilling customer interest and loyalty.

Herz does not teach a threshold that indicates that there is a probability that the consumer could be lost, before it is considered lost. According to applicant's invention a web merchant for example considers a consumer lost (defunct) if a consumer's last interaction is six month or more. A threshold value is then selected or specified, i.e., between zero and six month, (for example 3 month). Examiner would like to point out that in Herz, the system keeps track of the elapsed time period of the consumer's interaction with the site and provides incentive based on the record (aggressive or less aggressive based on the frequency of interaction). Applicant's invention on the other hand provides promotional offer to the consumer only if the probability of consumer being lost is high.

Dahm teaches a subscriber having profile information (churn susceptibility indexes), which exceeds the threshold values, is identified as being susceptible to churning, the churn likelihood indicator for each subscriber is compared against a threshold value and when the churn likelihood indicator for a particular subscriber exceeds the threshold value, then it is determined that that particular subscriber has a high susceptibility to churning. Hence, for those of the subscribers that are determined to have a high susceptibility to churning, predetermined messages are sent to such subscribers. The objective of the messages that are sent to the

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subscribers is to reduce the likelihood that the subscribers will, in fact, churn in the near future to some other carrier. Additionally, when the churn likelihood indicator is determined not to exceed the threshold value the churn reduction processing 500 has determined that such subscribers do not have a high susceptibility to churning and, thus, block 510 is skipped for such subscribers so that the messages to reduce their churn likelihood are not send (see col. 8 line 55 to col. 9 line 4, col. 12 lines 1-32), same as applicant's invention.

Even though the method and system of providing subscriber's loyalty and retention techniques of Dahm is used in customer's of mobile devices, Dahm teaches specifying a threshold value based on customer profile and determining a probability that the customer would be defunct (churn). Dahm's method provides the advantage of identifying customer before they are lost as customers and avoids Herz's aggressive promotional offers possible in order to reinitiate lost loyalties. Dahm solves the problem of losing customer not only by understanding the cause of losing (churning) customers but also by understanding which particular customer are most likely to churn (defunct) (see col. 1 lines 43-53).

Conclusion

THIS ACTION IS MADE FINAL. Applicant is reminded of the extension of time policy as set forth in 37 CFR 1.136(a).

A shortened statutory period for reply to this final action is set to expire **THREE MONTHS** from the mailing date of this action. In the event a first reply is filed within **TWO MONTHS** of the mailing date of this final action and the advisory action is not mailed until after the end of the **THREE-MONTH** shortened statutory period, then the shortened statutory period


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will expire on the date the advisory action is mailed, and any extension fee pursuant to 37 CFR 1.136(a) will be calculated from the mailing date of the advisory action. In no event, however, will the statutory period for reply expire later than SIX MONTHS from the mailing date of this final action.

Any inquiry concerning this communication or earlier communications from the examiner should be directed to Yehdega Retta whose telephone number is (571) 272-6723. The examiner can normally be reached on 8-4:30.

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Eric Stamber can be reached on (571) 272-6724. The fax phone number for the organization where this application or proceeding is assigned is 571-273-8300.

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free). If you would like assistance from a USPTO Customer Service Representative or access to the automated information system, call 800-786-9199 (IN USA OR CANADA) or 571-272-1000.


YEHDEGA RETTA
PRIMARY EXAMINER